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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	JUN 1986	JUN 1985	JUL-JUN 1985/86	JUL-JUN 1984/85
Alabama	2,131	957	71,821	79,500
Alaska	121	0	182	289
Arizona	1	42	529	418
Arkansas	4,989	6,300	56,499	58,063
California	4,609	3,723	51,504	63,628
Colorado	281	543	6,786	10,606
Connecticut	222	294	5,175	6,151
Delaware	421	220	21,402	29,070
Florida	10,858	7,499	156,303	146,445
Georgia	5,028	4,082	137,764	174,205
Hawaii	2,052	1,125	12,610	17,573
Idaho	1,007	1,460	27,212	25,040
Illinois	6,579	22,827	753,728	777,850
Indiana	12,877	10,267	439,216	452,593
Iowa	6,296	5,934	482,955	549,783
Kansas	2,327	2,350	35,138	36,243
Kentucky	6,871	14,807	134,389	163,816
Louisiana	1,012	2,002	51,450	60,062
Maine	52	15	8,288	10,684
Maryland	1,270	1,065	33,348	35,712
Massachusetts	138	201	5,653	4,837
Michigan	17,162	15,349	234,588	219,761
Minnesota	11,215	60,062	339,061	445,486
Mississippi	29	756	28,768	52,580
Missouri	9,368	9,142	240,254	267,262
Montana	440	143	11,744	12,506
Nebraska	452	806	35,410	40,315
Nevada	0	0	373	0
New Hampshire	74	55	554	978
New Jersey	1,024	740	8,222	9,630
New Mexico	147	355	11,071	9,572
New York	4,829	5,464	71,744	92,973
North Carolina	2,519	1,649	100,590	143,166
North Dakota	473	245	24,212	23,532
Ohio	16,212	10,056	456,883	456,690
Oklahoma	1,344	1,005	20,507	48,531
Oregon	850	1,195	25,564	31,093
Pennsylvania	3,492	4,596	64,478	65,764
Rhode Island	0	246	1,634	2,603
South Carolina	843	966	108,923	81,700
South Dakota	685	318	13,611	13,611
Tennessee	3,525	8,670	142,372	148,941
Texas	4,991	13,704	136,401	165,599
Utah	21	44	12,663	12,002
Vermont	434	667	4,064	5,692
Virginia	3,110	2,563	135,950	72,194
Washington	1,607	781	40,547	44,359
West Virginia	144	161	3,379	6,084
Wisconsin	27,156	30,805	311,663	347,366
Wyoming	57	98	1,851	2,530
TOTAL U.S.:	181,345	256,354	5,079,033	5,525,088
CANADA				
Alberta	1,083	427	31,069	30,030
British Columbia	473	168	7,466	7,238
Manitoba	1,413	282	21,385	22,467
New Brunswick	4,964	43	15,332	12,441
Newfoundland	0	24	573	726
Nova Scotia	59	60	5,822	6,384
Ontario	5,267	5,557	238,873	248,723
Pr.Edw.Isle	(31)	1,104	10,460	14,748
Quebec	3,792	5,019	139,699	134,807
Saskatchewan	1,056	873	14,026	12,606
TOTAL CAN:	18,076	13,557	484,705	490,170
EXPORT SALES:	244,937	190,374	2,754,256	3,017,931
TOTAL AG SALES.....	444,358	460,285	8,317,994	9,033,189
Non-Ag U.S.	24,778	48,007	365,490	403,217
Canada	1,726	2,489	24,812	25,358
Exports	5,793	25,273	90,747	104,324
TOTAL NON-AG SALES..	32,297	75,769	481,049	532,899
GRAND TOTAL.....	476,655	536,054	8,799,043	9,566,088

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

JUNE, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	365	32	1,571	48	115	2,131
Alaska	0	0	121	0	0	121
Arizona	0	0	0	0	1	1
Arkansas	0	128	4,156	653	47	4,980
California	1,553	872	661	551	852	4,609
Colorado	120	0	138	0	23	281
Connecticut	0	124	82	0	16	222
Delaware	0	0	396	0	25	421
Florida	5,240	687	1,269	1,044	2,618	10,858
Georgia	706	0	3,290	730	302	5,028
Hawaii	0	0	1,995	0	57	2,052
Idaho	142	408	439	0	18	1,007
Illinois	658	4,506	576	773	66	6,579
Indiana	958	10,008	525	1,338	47	12,877
Iowa	1,095	2,725	1,410	1,037	29	6,296
Kansas	342	125	1,534	284	42	2,327
Kentucky	915	4,371	1,402	63	120	6,871
Louisiana	0	62	709	230	11	1,012
Maine	0	0	52	0	0	52
Maryland	0	0	564	706	0	1,270
Massachusetts	0	(30)	87	31	80	138
Michigan	948	10,418	5,153	571	72	17,162
Minnesota	48	4,199	6,139	301	529	11,215
Mississippi	14	0	15	0	0	29
Missouri	2,141	877	5,097	1,255	28	9,368
Montana	0	0	342	85	13	440
Nebraska	31	74	101	235	11	452
Nevada	0	0	0	0	0	0
New Hampshire	0	0	69	0	5	74
New Jersey	0	163	460	346	55	1,024
New Mexico	0	0	75	0	72	147
New York	13	311	4,335	105	65	4,829
North Carolina	60	305	1,974	90	90	2,519
North Dakota	0	15	441	17	0	473
Ohio	3,296	9,452	3,012	406	46	16,212
Oklahoma	58	127	1,040	77	42	1,344
Oregon	94	177	518	0	61	850
Pennsylvania	0	219	2,268	985	20	3,492
Rhode Island	0	0	0	0	0	0
South Carolina	0	560	57	125	101	843
South Dakota	0	356	329	0	0	685
Tennessee	0	78	3,275	139	33	3,525
Texas	1,792	351	2,255	385	198	4,991
Utah	15	0	0	0	6	21
Vermont	0	81	249	0	104	434
Virginia	1,494	283	959	354	10	3,110
Washington	14	384	974	175	60	1,607
West Virginia	0	122	0	0	22	144
Wisconsin	0	22,809	3,539	474	334	27,156
Wyoming	15	30	0	0	12	57
TOTAL U.S.:	22,227	75,408	63,634	13,518	6,458	181,345
CANADA						
Alberta	15	24	950	94	0	1,083
British Columbia	0	61	399	13	0	473
Manitoba	0	259	907	167	0	1,413
New Brunswick	0	108	4,056	0	0	4,964
Newfoundland	0	0	0	0	0	0
Nova Scotia	0	0	59	0	0	59
Ontario	25	2,969	1,849	77	347	5,267
Pr.Edw.Isle	0	0	(47)	0	16	(31)
Quebec	0	2,495	937	62	298	3,792
Saskatchewan	16	0	1,040	0	0	1,056
TOTAL CAN:	56	5,916	11,030	413	661	18,076
*EXPORT SALES:	122,655	36,335	70,908	11,468	3,571	244,937
TOTAL AG SALES....	144,938	117,659	145,572	25,499	10,690	444,358
NON-AG U.S.	17,159	-	-	7,322	297	24,778
NON-AG CANADA	1,557	-	-	169	0	1,726
*NON-AG EXPORTS	2,401	-	-	3,260	52	5,793
TOTAL NON-AG....	21,197	-	-	10,751	349	32,297
GRAND TOTAL	166,135	117,659	145,572	36,250	11,039	476,655

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JUNE, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	4,363	2,176	0	6,539
Brazil	17,090	25,750	53,845	0	0	96,685
China	23,645	0	0	0	0	23,645
Columbia	0	0	0	0	1,465	1,465
Cosca Rica	0	1,817	1,944	0	318	4,079
India	17,398	0	0	0	0	17,398
Jamaica	0	2,827	0	0	0	2,827
Japan	5,913	3,413	0	9,292	87	18,705
Korea	18,191	0	0	0	0	18,191
Malaysia	1,759	0	0	0	0	1,759
Mexico	444	0	0	0	0	444
New Zealand	7,181	0	0	0	0	7,181
Peru	0	0	0	0	1,701	1,701
Puerto Rico	0	2,528	0	0	0	2,528
South Africa	0	0	4,044	0	0	4,044
Switzerland	30,787	0	6,712	0	0	37,499
West Germany	247	0	0	0	0	247
TOTAL AG:	122,655	36,335	70,908	11,468	3,571	244,937
NON-AGRICULTURAL						
Brazil	2,111	-	-	0	0	2,111
Japan	63	-	-	3,260	52	3,375
Mexico	220	-	-	0	0	220
Pakistan	12	-	-	0	0	12
United Kingdom	75	-	-	0	0	75
TOTAL NON-AG:	2,481	-	-	3,260	52	5,793
TOTAL EXPORTS:	125,136	36,335	70,908	14,728	3,623	250,730

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JUNE, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Alabama	385	0	1,556	48	1,969
Alaska	0	0	121	0	121
Arizona	0	0	0	0	0
Arkansas	0	0	4,036	658	4,694
California	0	0	125	551	676
Colorado	15	0	0	0	15
Connecticut	0	124	82	0	206
Delaware	0	0	396	0	396
Florida	5,147	687	1,269	1,044	8,147
Georgia	542	0	3,290	730	4,562
Hawaii	0	0	1,995	0	1,995
Idaho	0	334	235	0	569
Illinois	636	4,586	576	773	6,513
Indiana	958	10,006	526	1,338	12,830
Iowa	1,092	2,725	1,364	1,037	6,218
Kansas	0	0	325	237	563
Kentucky	915	4,371	1,402	63	6,751
Louisiana	0	0	458	202	660
Maine	0	0	52	0	52
Maryland	0	0	564	706	1,270
Massachusetts	0	(30)	57	0	27
Michigan	948	10,418	5,153	571	17,090
Minnesota	48	4,199	6,139	301	10,686
Mississippi	0	0	0	0	0
Missouri	610	761	3,614	1,222	6,227
Montana	0	0	342	85	427
Nebraska	0	74	101	235	410
Nevada	0	0	0	0	0
New Hampshire	0	0	69	0	69
New Jersey	0	103	460	346	969
New Mexico	0	0	0	0	0
New York	13	311	4,335	105	4,764
North Carolina	0	305	1,974	90	2,369
North Dakota	0	15	441	17	473
Ohio	3,295	9,452	3,012	406	16,166
Oklahoma	0	0	31	0	31
Oregon	0	64	288	0	352
Pennsylvania	0	219	2,268	985	3,472
Rhode Island	0	0	0	0	0
South Carolina	0	560	57	125	742
South Dakota	0	356	329	0	685
Tennessee	0	78	3,275	139	3,492
Texas	0	0	92	0	92
Utah	0	0	0	0	0
Vermont	0	81	249	0	330
Virginia	1,494	283	969	354	3,100
Washington	14	384	959	175	1,532
West Virginia	0	122	0	0	122
Wisconsin	0	22,809	3,539	474	26,822
Wyoming	15	0	0	0	15
TOTAL U.S.:	16,131	73,368	56,156	13,017	158,672
CANADA					
Alberta	15	24	950	94	1,083
British Columbia	0	61	399	13	473
Manitoba	0	259	967	187	1,413
New Brunswick	0	108	4,855	0	4,964
Newfoundland	0	0	0	0	0
Nova Scotia	0	0	59	0	59
Ontario	25	2,969	1,849	77	4,920
Pr.Edw.Isle	0	0	(47)	0	(47)
Quebec	0	2,495	937	62	3,494
Saskatchewan	16	0	1,040	0	1,056
TOTAL CAN:	56	5,916	11,030	413	17,415
*EXPORT SALES:	104,816	32,936	48,498	11,488	197,718
TOTAL AG SALES....	121,003	112,220	115,684	24,890	373,805
NON-AG U.S.	9,263	-	-	7,073	16,336
NON-AG CANADA	1,557	-	-	169	1,726
*NON-AG EXPORTS	150	-	-	3,260	3,410
TOTAL NON-AG:	10,970	-	-	10,502	21,472
GRAND TOTAL.....	131,973	112,220	115,684	35,400	395,277

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JUNE, 1980

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	4,363	2,176	6,539
Brazil	17,050	22,351	33,379	0	72,820
China	23,645	0	0	0	23,645
Costa Rica	0	1,817	0	0	1,817
India	370	0	0	0	370
Jamaica	0	2,027	0	0	2,027
Japan	5,913	3,413	0	9,292	18,618
Korea	18,191	0	0	0	18,191
Malaysia	1,759	0	0	0	1,759
New Zealand	7,061	0	0	0	7,061
Puerto Rico	0	2,528	0	0	2,528
South Africa	0	0	4,044	0	4,044
Switzerland	30,787	0	6,712	0	37,499
TOTAL AG:	104,816	32,936	48,498	11,468	197,718
NON-AGRICULTURAL					
Japan	63	-	-	3,260	3,323
Pakistan	12	-	-	0	12
United Kingdom	75	-	-	0	75
TOTAL NON-AG:	150	-	-	3,260	3,410
TOTAL EXPORTS:	104,966	32,936	48,498	14,728	201,128

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JUNE, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	0	32	15	0	115	162
Alaska	0	0	0	0	0	0
Arizona	0	0	0	0	1	1
Arkansas	0	128	120	0	47	295
California	1,653	892	536	0	852	3,933
Colorado	104	0	138	0	23	265
Connecticut	0	0	0	0	16	16
Delaware	0	0	0	0	25	25
Florida	93	0	0	0	2,618	2,711
Georgia	164	0	0	0	302	466
Hawaii	0	0	0	0	57	57
Idaho	142	74	204	0	18	438
Illinois	0	0	0	0	66	66
Indiana	0	0	0	0	47	47
Iowa	3	0	46	0	29	78
Kansas	342	125	1,208	47	42	1,764
Kentucky	0	0	0	0	120	120
Louisiana	0	62	251	28	11	352
Maine	0	0	0	0	0	0
Maryland	0	0	0	0	0	0
Massachusetts	0	0	0	31	80	111
Michigan	0	0	0	0	72	72
Minnesota	0	0	0	0	529	529
Mississippi	14	0	15	0	0	29
Missouri	1,531	96	1,453	33	28	3,141
Montana	0	0	0	0	13	13
Nebraska	31	0	0	0	11	42
Nevada	0	0	0	0	0	0
New Hampshire	0	0	0	0	5	5
New Jersey	0	0	0	0	55	55
New Mexico	0	0	75	0	72	147
New York	0	0	0	0	65	65
North Carolina	60	0	0	0	90	150
North Dakota	0	0	0	0	0	0
Ohio	0	0	0	0	46	46
Oklahoma	58	127	1,009	77	42	1,313
Oregon	94	113	230	0	61	498
Pennsylvania	0	0	0	0	20	20
Rhode Island	0	0	0	0	0	0
South Carolina	0	0	0	0	101	101
South Dakota	0	0	0	0	0	0
Tennessee	0	0	0	0	33	33
Texas	1,792	361	2,163	385	198	4,899
Utah	15	0	0	0	6	21
Vermont	0	0	0	0	104	104
Virginia	0	0	0	0	10	10
Washington	0	0	15	0	60	75
West Virginia	0	0	0	0	22	22
Wisconsin	0	0	0	0	334	334
Wyoming	0	30	0	0	12	42
TOTAL U.S.:	6,095	2,040	7,478	601	6,458	22,673
CANADA						
Alberta	0	0	0	0	0	0
British Columbia	0	0	0	0	0	0
Manitoba	0	0	0	0	0	0
New Brunswick	0	0	0	0	0	0
Newfoundland	0	0	0	0	0	0
Nova Scotia	0	0	0	0	0	0
Ontario	0	0	0	0	347	347
Pr.Edw.Isle	0	0	0	0	15	15
Quebec	0	0	0	0	298	298
Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	661	661
*EXPORT SALES:	17,839	3,399	22,410	0	3,571	47,219
TOTAL AG SALES....	23,935	5,439	29,888	601	10,690	70,553
NON-AG U.S.	7,896	-	-	249	297	8,442
NON-AG CANADA	0	-	-	0	0	0
*NON-AG EXPORTS	2,331	-	-	0	52	2,383
TOTAL NON-AG:	10,227	-	-	249	349	10,825
GRAND TOTAL.....	34,162	5,439	29,888	850	11,039	81,378

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K20)

JUNE, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Brazil	0	3,399	20,466	0	0	23,865
Columbia	0	0	0	0	1,465	1,465
Cosca Rica	0	0	1,944	0	318	2,262
India	17,028	0	0	0	0	17,028
Japan	0	0	0	0	87	87
Mexico	444	0	0	0	0	444
New Zealand	120	0	0	0	0	120
Peru	0	0	0	0	1,701	1,701
West Germany	247	0	0	0	0	247
TOTAL AG:	17,839	3,399	22,410	0	3,571	47,219
NON-AGRICULTURAL						
Brazil	2,111	-	-	0	0	2,111
Japan	0	-	-	0	52	52
Mexico	220	-	-	0	0	220
TOTAL NON-AG:	2,331	-	-	0	52	2,383
TOTAL EXPORTS:	20,170	3,399	22,410	0	3,623	49,602